



Financial Services
 Sales Tax Division
 215 N. Mason Street – 2nd Floor
 PO Box 580 Fort Collins, CO 80522-0580
 970.221.6780
 970.221.6782 - fax
 fcgov.com

Sales and Use Tax Collection Report – September 2018

Issued October 10, 2018

This report reflects Sales and Use Tax collected in September for economic activity that occurred in August. Please note the sales and use tax collected in September is predominately from August sales but also includes delinquent collections from prior periods.

SEPTEMBER SUMMARY OVER PRIOR YEAR

	Month	Year to Date
Net Sales Tax Collected:	2.5%	4.1%
Net Use Tax Collected:	-7.0%	-15.8%
Net Sales and Use Tax Collected:	1.2%	0.6%

Year to date, sales and use tax collections excluding rebates are up 0.6% and total \$102.5M.

SEPTEMBER SUMMARY OVER BUDGET

	Month	Year to Date
Net Sales Tax Collected:	0.3%	1.7%
Net Use Tax Collected:	-17.0%	-6.4%
Net Sales and Use Tax Collected:	-2.4%	0.4%

Year to date, the City has collected 0.4% more sales and use tax revenue, totaling \$385K over budget.

Figure 1. Budget to Actual - Sales and Use Tax Collected After Rebates

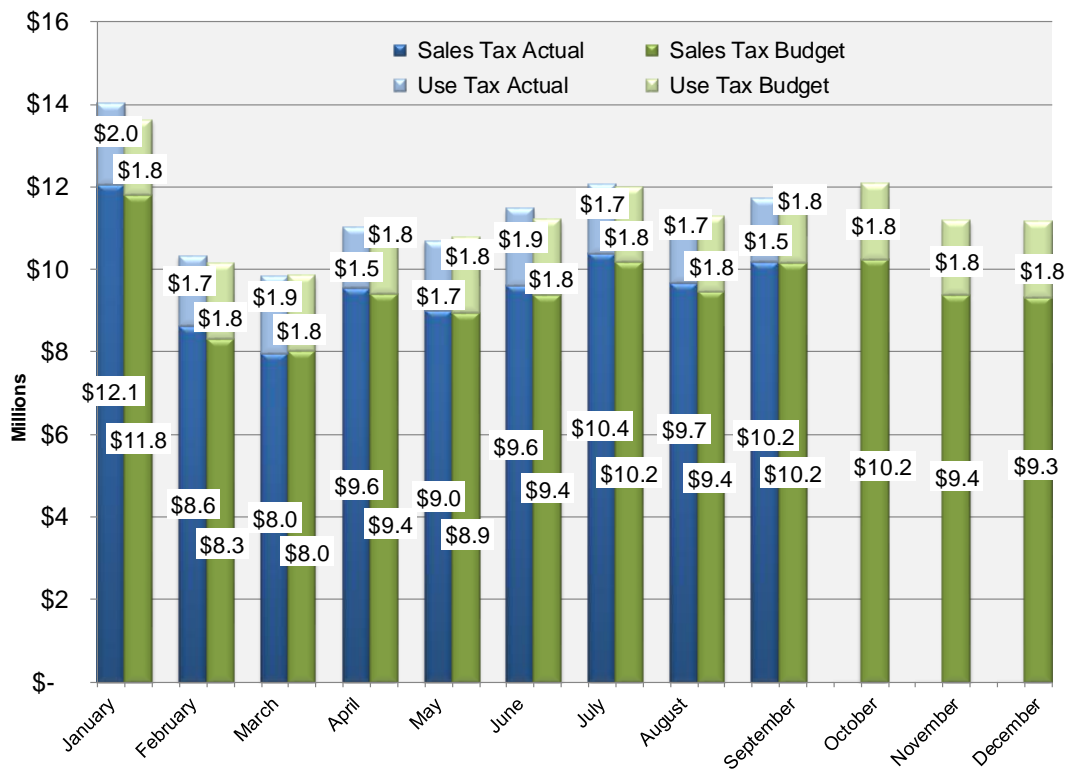


Figure 2. Sales and Use Tax Collected

	September			Year to Date		
	Actual 2017	Actual 2018	% Change	Actual 2017	Actual 2018	% Change
SALES TAX COLLECTIONS						
Grocery, Convenience, Liquor	\$1,285,393	\$1,264,285	-1.6%	\$11,430,930	\$11,881,624	3.9%
Restaurants, Caterers and Bars	1,555,952	1,641,832	5.5%	12,800,897	13,547,329	5.8%
General Merchandise	957,194	972,349	1.6%	7,665,010	8,009,952	4.5%
Vehicle Sales, Parts and Repairs	811,159	892,844	10.1%	6,734,902	6,797,286	0.9%
Building Materials, Garden Equipment & Supplies	766,207	823,322	7.5%	6,987,921	7,456,774	6.7%
Sporting, Hobby, Book, Music	569,638	589,657	3.5%	3,986,098	3,929,643	-1.4%
Broadcasting and Telecommunications	374,499	438,341	17.0%	3,504,540	3,745,934	6.9%
Electronics and Appliances	530,664	345,139	-35.0%	4,210,107	4,105,912	-2.5%
Miscellaneous Retailers	614,270	659,193	7.3%	5,684,673	6,174,642	8.6%
Utilities	428,206	435,393	1.7%	3,707,295	3,723,665	0.4%
Clothing and Accessories	352,393	363,294	3.1%	2,996,237	3,076,215	2.7%
Pharmacy, Salon and Laundry	386,629	426,360	10.3%	3,331,113	3,756,676	12.8%
Other	226,656	199,041	-12.2%	2,141,551	1,954,982	-8.7%
Rental and Leasing Services	220,313	212,856	-3.4%	2,001,494	1,887,904	-5.7%
Furniture and Home Furnishings	268,640	278,615	3.7%	1,976,371	2,007,234	1.6%
Wholesale Trade	152,345	154,671	1.5%	1,199,559	1,551,669	29.4%
Lodging	255,787	295,597	15.6%	1,582,343	1,976,535	24.9%
Manufacturing	174,450	188,840	8.2%	1,832,000	1,783,676	-2.6%
TOTAL SALES TAX	9,930,395	10,181,629	2.5%	83,773,041	87,367,652	4.3%
Less Mall Sales Tax Remittance*	0	0	0.0%	(205,255)	(339,423)	65.4%
NET SALES TAX	9,930,395	10,181,629	2.5%	83,567,786	87,028,229	4.1%
USE TAX COLLECTIONS						
Building Permits	364,966	421,177	15.4%	7,406,923	4,673,089	-36.9%
Car Tax	677,690	437,405	-35.5%	4,742,369	4,686,303	-1.2%
Return Tax	603,107	662,093	9.8%	6,305,744	6,080,508	-3.6%
TOTAL USE TAX	1,645,763	1,520,675	-7.6%	18,455,036	15,439,900	-16.3%
Less Economic Rebates	(11,012)	0	-100.0%	(123,154)	0	-100.0%
NET USE TAX	1,634,751	1,520,675	-7.0%	18,331,882	15,439,900	-15.8%
SALES & USE TAX COLLECTIONS						
Total Sales & Use Tax	11,576,158	11,702,304	1.1%	102,228,077	102,807,552	0.6%
Less Mall Sales Tax Remittance*	0	0	0.0%	(205,255)	(339,423)	65.4%
Less Economic Rebates	(11,012)	0	-100.0%	(123,154)	0	-100.0%
NET SALES & USE TAX	11,565,146	11,702,304	1.2%	101,899,668	102,468,129	0.6%
SALES & USE TAX DISTRIBUTION						
Streets and Transportation (.25%)	698,210	708,269	1.4%	6,168,427	6,176,297	0.1%
Community Capital Improvement Program (.25%)	698,210	708,269	1.4%	6,168,427	6,176,297	0.1%
Natural Areas (.25%)	698,210	708,269	1.4%	6,168,427	6,176,297	0.1%
Keep Fort Collins Great (.85%)	2,358,865	2,372,791	0.6%	20,674,201	20,816,886	0.7%
General Fund (2.25%)	7,122,663	7,204,706	1.2%	63,048,595	63,461,775	0.7%
Less Mall Sales Tax Remittance*	0	0	0.0%	(205,255)	(339,423)	65.4%
Less General Fund Economic Rebates	(11,012)	0	-100.0%	(123,154)	0	-100.0%
NET SALES & USE TAX	\$11,565,146	\$11,702,304	1.2%	\$101,899,668	\$102,468,129	0.6%

* Per the Mall Redevelopment Agreement, a portion of the sales tax generated at the Mall is remitted monthly to support the Metro District Debt Service

September Sales Tax Collected. In September 2018, sales tax collected in Fort Collins increased 2.5% compared to September 2017. Sales tax collected totaled \$10.2M compared to \$9.9M in 2017.

September Use Tax Collected. The total use tax collected in September was \$1.5M, a decrease of 7.0% compared to last September.

Net Sales and Use Tax Collected. Total tax collected of \$11.7M was 1.2% higher than September 2017.

Figure 3. Budget to Actual - Sales Tax Collected

Month	Actual	Budget	Over/(Under) Budget	% Over/(Under) Budget	Year to Date		Year to Date %
					Actual	Annual Budget	Over/(Under) Annual Budget
January	\$ 12,052,066	11,782,121	\$ 269,945	2.3%	\$ 12,052,066	\$ 11,782,121	2.3%
February	8,632,767	8,312,751	320,016	3.8%	20,684,833	20,094,872	2.9%
March	7,960,623	8,015,049	(54,426)	-0.7%	28,645,456	28,109,921	1.9%
April	9,552,190	9,389,056	163,134	1.7%	38,197,646	37,498,977	1.9%
May	9,003,489	8,942,502	60,987	0.7%	47,201,135	46,441,479	1.6%
June	9,610,964	9,377,610	233,354	2.5%	56,812,099	55,819,089	1.8%
July	10,379,725	10,167,663	212,062	2.1%	67,191,824	65,986,752	1.8%
August	9,654,776	9,446,309	208,467	2.2%	76,846,600	75,433,061	1.9%
September	10,181,629	10,156,212	25,417	0.3%	87,028,229	85,589,273	1.7%
October	-	-	-	0.0%	-	95,837,087	0.0%
November	-	-	-	0.0%	-	105,191,794	0.0%
December	-	-	-	0.0%	-	114,500,700	0.0%
Net Collections	87,028,229	85,589,273	1,438,956	1.7%			
YTD Rebates	339,423	0	339,423			-	
Total Collections	\$ 87,367,652	\$ 85,589,273	\$ 1,778,379	2.1%		\$ 114,500,700	

Figure 4. Budget to Actual – Use Tax Collected

Month	Actual	Budget	Over/(Under) Budget	% Over/(Under) Budget	Year to Date		Year to Date %
					Actual	Annual Budget	Over/(Under) Annual Budget
January	\$ 1,955,504	\$ 1,832,598	\$ 122,906	6.7%	\$ 1,955,504	\$ 1,832,598	6.7%
February	1,688,330	1,832,598	(144,268)	-7.9%	3,643,834	3,665,196	-0.6%
March	1,874,037	1,832,598	41,439	2.3%	5,517,871	5,497,794	0.4%
April	1,469,936	1,832,598	(362,662)	-19.8%	6,987,807	7,330,392	-4.7%
May	1,665,697	1,832,598	(166,901)	-9.1%	8,653,504	9,162,990	-5.6%
June	1,861,284	1,832,598	28,686	1.6%	10,514,788	10,995,588	-4.4%
July	1,688,422	1,832,598	(144,176)	-7.9%	12,203,210	12,828,186	-4.9%
August	1,716,015	1,832,598	(116,583)	-6.4%	13,919,225	14,660,784	-5.1%
September	1,520,675	1,832,598	(311,923)	-17.0%	15,439,900	16,493,382	-6.4%
October	-	-	-	0.0%	-	18,325,980	0.0%
November	-	-	-	0.0%	-	20,158,578	0.0%
December	-	-	-	0.0%	-	22,000,000	0.0%
Net Collections	15,439,900	16,493,382	(1,053,482)	-6.4%			
YTD Rebates	-	0	-			-	
Total Collections	\$ 15,439,900	\$ 16,493,382	\$ (1,053,482)	-6.4%		\$ 22,000,000	

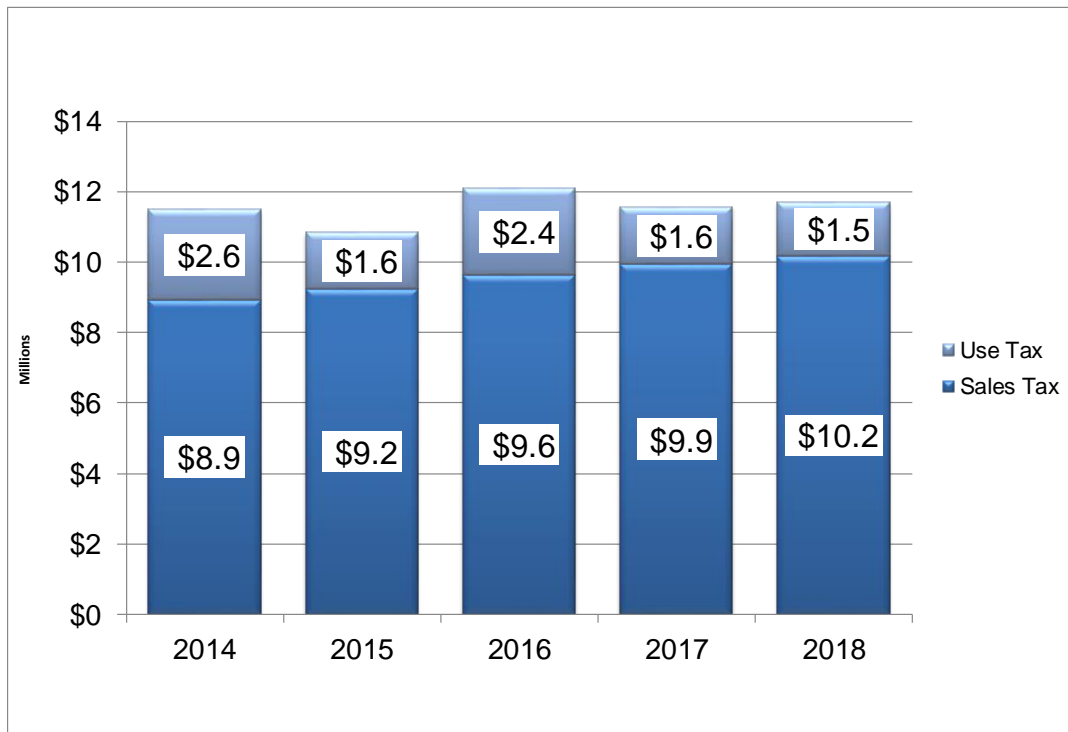
Figure 5. Budget to Actual – Sales and Use Tax Distribution

Fund	Actual	Budget	Over/(Under)	%
	Sept YTD	Sept YTD	Budget Sept YTD	Over/(Under) Budget
Streets and Transportation (.25%)	6,176,297	6,100,722	75,575	1.2%
Community Capital Improvement Program (.25%)	6,176,297	6,100,722	75,575	1.2%
Natural Areas and Parks (.25%)	6,176,297	6,100,722	75,575	1.2%
Keep Fort Collins Great (.85%)	20,816,886	20,742,741	74,145	0.4%
General Fund (2.25%) (net of rebates)	63,122,352	63,037,748	84,604	0.1%
General Fund Economic Rebates	339,423	0	339,423	100.0%
Total Collections	\$ 102,807,552	\$ 102,082,655	\$ 724,897	

September Sales Tax Budget to Actual. In September 2018, sales tax collected in Fort Collins was \$25K more than budget. Year to date, sales tax collected in the City was \$1.4M more than budget.

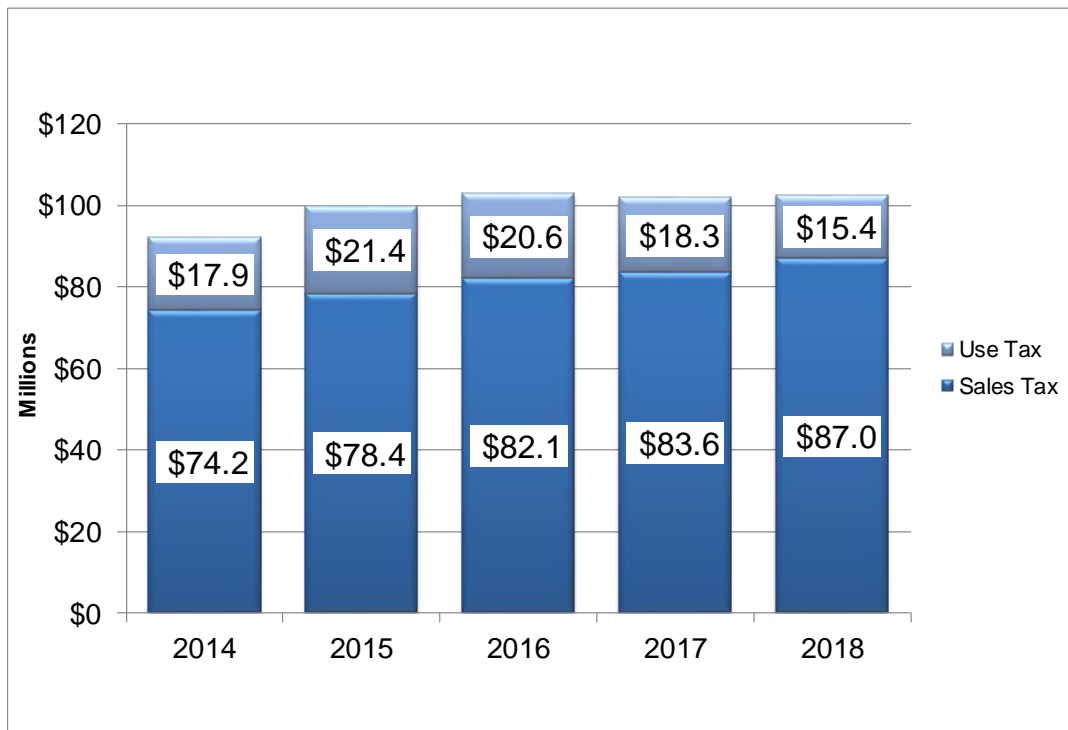
September Use Tax Budget to Actual Excluding Rebates. In September 2018, use tax collected in Fort Collins was \$312K less than budget. Year to date, use tax collected in the City was \$1.1M less than budget.

Figure 6. September Collections*



*Total collections after rebates.

Figure 7. Year to Date Collections*



*Total collections after rebates.

Figure 8. Net Taxable

\$ in Millions	September Sales			Year to Date		
	Actual	Actual	%	Actual	Actual	%
	2017	2018	Change	2017	2018	Change
SALES TAX						
Grocery, Convenience, Liquor	\$44.9	\$44.1	-1.6%	\$402.6	\$415.7	3.3%
Restaurants, Caterers and Bars	40.5	42.6	5.2%	332.7	352.2	5.8%
General Merchandise	28.1	28.6	1.8%	224.8	234.5	4.3%
Vehicle Sales, Parts and Repairs	20.9	23.0	9.8%	174.8	177.8	1.7%
Building Materials, Garden Equipment & Supplies	19.9	21.4	7.7%	181.6	196.8	8.3%
Sporting, Hobby, Book, Music	14.8	15.3	3.6%	103.6	105.7	2.1%
Broadcasting and Telecommunications	9.7	11.4	17.1%	91.0	97.4	7.1%
Electronics and Appliances	13.8	9.2	-33.2%	111.5	108.8	-2.4%
Miscellaneous Retailers	16.0	17.5	9.2%	149.0	161.7	8.5%
Utilities	11.1	11.3	1.7%	96.3	99.3	3.0%
Clothing and Accessories	9.2	9.4	2.6%	77.9	80.1	2.9%
Pharmacy, Salon and Laundry	10.1	11.2	10.2%	87.6	99.4	13.4%
Other	6.0	5.2	-13.3%	56.1	53.9	-3.9%
Rental and Leasing Services	5.6	5.5	-0.5%	51.9	49.6	-4.3%
Furniture and Home Furnishings	7.0	7.3	4.2%	51.3	51.9	1.3%
Wholesale Trade	4.0	4.7	15.5%	32.4	42.3	30.8%
Lodging	6.6	7.7	15.7%	40.8	51.0	25.0%
Manufacturing	4.6	5.0	7.9%	48.2	46.9	-2.7%
NET TAXABLE SUBJECT TO SALES TAX	272.8	280.2	2.7%	2,314.0	2,425.0	4.8%
USE TAX						
Building Permits	9.5	10.9	15.4%	192.4	121.4	-36.9%
Car Tax	17.6	11.4	-35.5%	123.2	121.7	-1.2%
Return Tax	15.7	17.2	9.8%	163.8	157.9	-3.6%
NET TAXABLE SUBJECT TO USE TAX	42.7	39.5	-7.6%	479.4	401.0	-16.3%
TOTAL NET TAXABLE SUBJECT TO SALES & USE TAX	\$315.5	\$319.7	1.3%	\$2,793.3	\$2,826.0	1.2%

Figure 9. Local Retail Compared to National Retail

Retail Sales Category	% Change from August 2017 United States	% Change from August 2017 Fort Collins
Grocery, Convenience, Liquor	4.3	-1.6
Restaurants, Caterers & Bars	10.1	5.2
General Merchandise	3.7	1.8
Vehicle Sales, Parts & Repairs	4.0	9.8
Building Materials, Garden Equipment & Supplies	3.3	7.7
Clothing & Accessories	6.3	2.6
Furniture & Home Furnishings	3.5	4.2
Total	6.6	2.7

At the national level, August 2018 retail sales (as reported on September 14, 2018) increased by 6.6% compared to an increase in Fort Collins' sales of 2.7%. August 2018 sales are the basis for the City's September 2018 sales tax collections and net taxable amounts (which are included in this report).

Figure 10. September - Net Taxable Sales Subject to Sales Tax

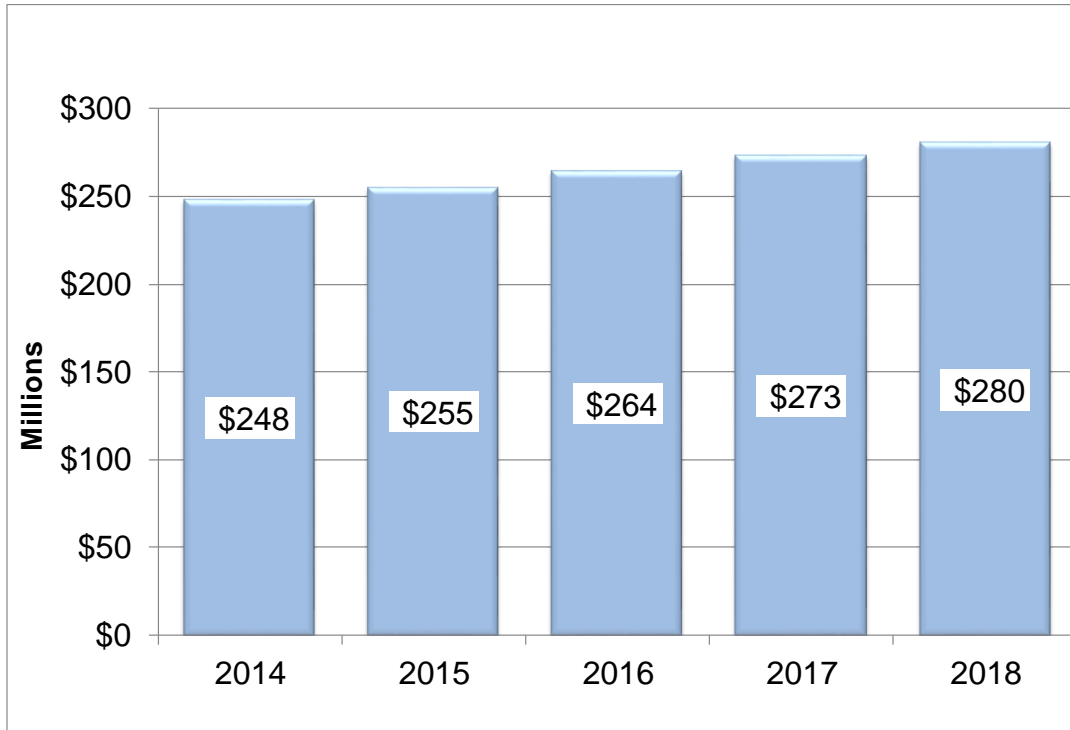


Figure 11. Year to Date - Net Taxable Sales Subject to Sales Tax

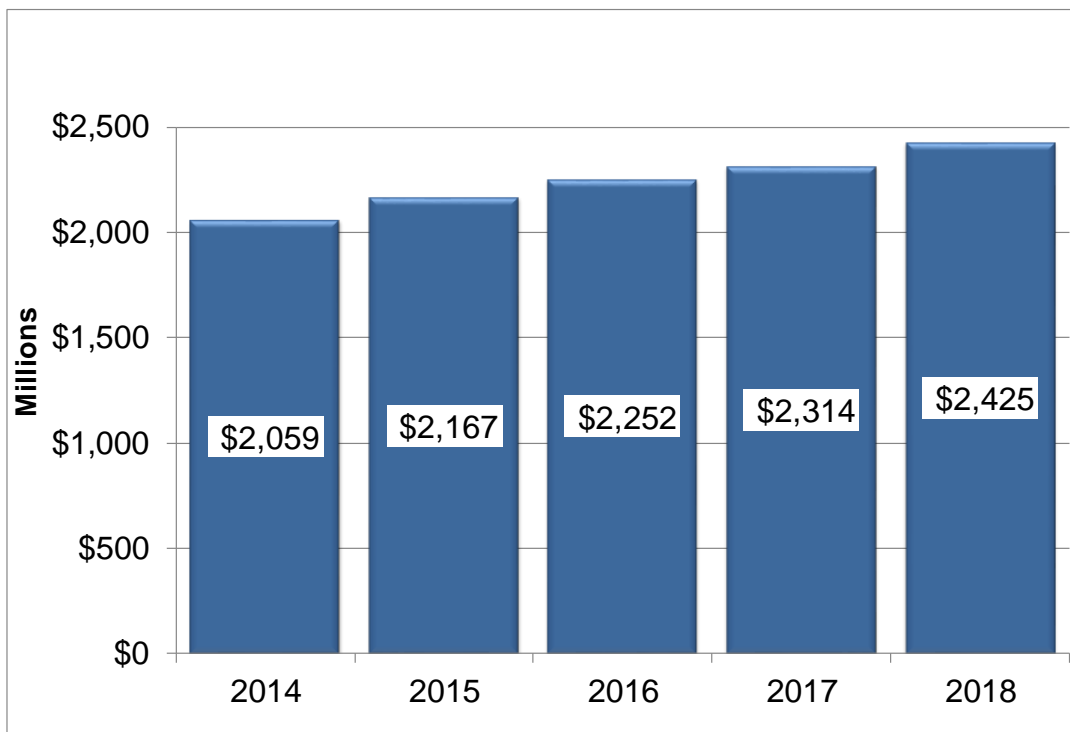
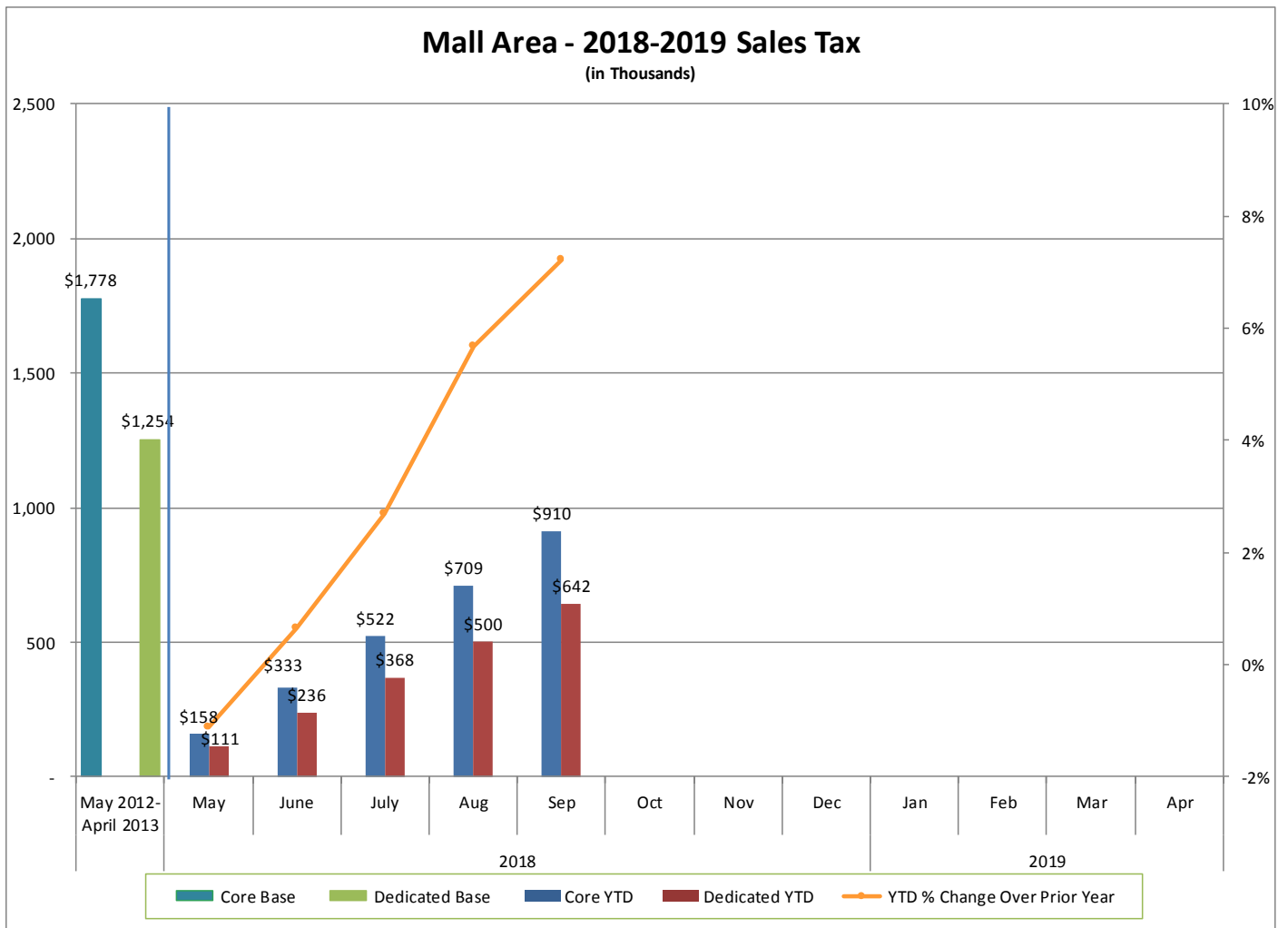


Figure 12. Metro District Reporting



The City’s sales tax rate of 3.85% can be broken into two pieces:

- 2.25% comprises the Core Base rate and supports general fund activities
- 1.6% comprises the Dedicated Base and goes to four specific funds to support activities defined in the ballot language for that dedicated tax.

The Foothills Mall agreement outlines a base year of May 2012 to April 2013 to determine the core base sales tax (2.25%) received at \$1.8M. Anything remitted to the City above that core base amount will be returned to the Metro District to support debt service. No tax is remitted to the Metro District until the base of \$1.8M is reached. The chart above tracks both Core and Dedicated tax receipts for the period of May to April. As of September 30, 2018, the year to date core amount collected is \$910K resulting in no tax being due to the Metro District.

Sales Tax in the City’s Downtown Area. The sales tax collected in September for the downtown area increased 11.4% from the same period in 2017.

Lodging Tax Collections. The City collected \$201K in lodging taxes in September 2018. This was an increase of 8.6% from September 2017.

Sales Tax Licenses. There were 12,554 active sales tax licenses at the end of September.